



Small Business
Development Centers
UC Merced Regional Network

News Release

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California SBDC builds small business tenacity through recession

Fresno—Despite enduring lulls in the national and state economy, the California Small Business Development Centers continue to leave an indelible impact on statewide economic development—retaining 2,400 jobs and building 3,000 new ones in 2009.

The California SBDC, with 35 Small Business Development Centers throughout the state, provides free consulting to over 17,000 entrepreneurs and low-cost training to approximately 40,000 of California's 1.3 million business owners every year.

According to the annual report compiled by California SBDC, one key growth area in 2009 included a 7 percent increase in business consulting volume. Individual centers reported spending more than 82,000 hours assisting small businesses with business plans, loan applications cash-flow management, government contracting and other needs.

Regionally the UC Merced SBDC's reported a 15 percent increase in new jobs created and/or retained by SBDC client businesses in 2009. Centers in the region counseled more than 1,231 small businesses and had nearly 3,550 entrepreneurs participate in training events throughout the year.

"These numbers indicate the dedication and hard work of the talented SBDC business consultants who are helping the small business community overcome the difficulties of these recessionary times. The high level technical assistance of the SBDC program serves an important role towards California's economic recovery," said Diane Howerton, Regional Director, University of California, Merced SBDC network.

As a result of 2009 California SBDC services, small business clients increased sales by nearly \$118 million, and generated \$1.77 in annual tax revenue for every \$1 spent on the program—up 34 percent over tax revenue generated in 2008. Equity capital invested in SBDC clients' businesses totaled just under \$60 million, and loans to these businesses total more than \$66 million. Further, clients attributed 640 new business starts to the assistance they received by the California SBDC in 2009.

Businesses assisted by the California SBDC ranged from one-person micro-enterprises up through employers with as many as 200 employees. Of the total population of counseling clients served, more than 55 percent were of an ethnic minority. In 2009 veteran-owned and service disabled veteran-owned businesses served by the SBDC comprised more than 12 percent of all clients—more than doubling from the prior year. For more information on the California SBDC www.californiasbdc.org.

Within the 15 counties of Central California small business entrepreneurs are encouraged to take advantage of the free technical and counseling services available at a SBDC center close to them. A listing of local SBDC centers follow.

UC Merced was awarded the SBA contract in 2003 to serve 15 counties in Central California: San Luis Obispo, San Benito, Santa Clara (south of Bernal Road), Monterey (east of the Salinas River), Stanislaus, Merced, Madera, Tuolumne, Mariposa, Fresno, Kings, Tulare, Kern, Mono and Inyo.

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Small Business Development Centers

Serving Central California's Small Business Owners

<i>Name/Address/E-Mail/Website</i>	<i>Phone/Fax/Contact</i>	<i>Area Served (by county)</i>
<p>Alliance SBDC 1020 10th Street, Suite 102 Modesto, CA 95354</p> <p>SBDC Counseling by Appointment 300 E. Main Street Turlock, CA 95380</p> <p>E-Mail: genovaja@stanalliance.com Website: www.alliancesbdc.com</p> <p>SBDC Counseling 2 Days Per Week: Tuolumne County EDA 99 N. Washington Street Sonora, CA 95370</p>	<p>Phone: (209) 567-4910 Fax: (209) 567-4955</p> <p>(209) 634-6459</p> <p>Kurtis Clark, Director</p> <p>Larry Cope, Director Phone: (209) 989-4058</p>	<p>Stanislaus county</p> <p>Turlock area</p> <p>Tuolumne county</p>
<p>Alliance SBDC – Merced Satellite Office 1733 O Street Merced, CA 95340 E-Mail: andersew@stanalliance.com Website: www.alliancesbdc.com</p> <p>SBDC Counseling 1 Day Per Week Los Banos Incubator 1125 5th Street Los Banos, CA 93635</p> <p>SBDC Counseling 1 Day Per Week Motherlode Job Training Center 5078 Bullion Street Mariposa, CA 95338</p>	<p>Phone: (209) 386-1008 Fax: (209) 723-4450</p> <p>William E. Andersen, Asst. Director</p> <p>Use contact info above</p> <p>Use contact info above</p>	<p>Merced county</p> <p>Los Banos area</p> <p>Mariposa county</p>
<p>Central California SBDC - Fresno Manchester Center 3302 North Blackstone Avenue, Suite 225 Fresno, CA 93726</p> <p>E-Mail: joi@ccsbdc.org Website: www.ccsbdc.org</p>	<p>Phone: (559) 230-4056 Fax: (559) 230-4045</p> <p>Bryan Moe, Director</p>	<p>Fresno and Madera counties</p>
<p>Tulare/Kings SBDC Office of CCSBDC 220 N. Santa Fe St Visalia, CA 93292 E-Mail: gil@ccsbdc.org Website: www.ccsbdc.org</p>	<p>Phone: (559) 625-3051 Fax: (559) 625-3053</p> <p>Gil Jaramillo, Center Director</p>	<p>Kings and Tulare counties</p>
<p>CSU Monterey Bay SBDC at Gonzales 425 Belden Street Gonzales, CA 93926 Mailing Address: P. O. Box 540 Gonzales, CA 93926 E-Mail: anield@csumb.edu Website http://www.csumb.edu/sbdc</p>	<p>Phone: 831-675-SBDC Fax: 831-675-7334 Andrea Zeller-Nield, Associate Director</p>	<p>Portions of Monterey County (East of the Salinas River), San Benito County and Santa Clara County (south of Bernal Road)</p> <p>Contact the SBDC for additional outreach locations.</p>
<p>For the following counties please contact the SBDC Lead Center at UC Merced for services at 877-826-7232 or http://sbdc.ucmerced.edu.</p>		<p>Inyo; Kern; Mono; and San Luis Obispo counties. 03/25/2010</p>